

Message Text

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14

ORIGIN ARA-10

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 OMB-01 OPIC-03

CIAE-00 INR-07 NSAE-00 L-03 H-02 PA-01 PRS-01 USIA-06

SEC-01 FTC-01 /044 R

DRAFTED BY ARA-LA/E: JAALLITTO:GFH

APPROVED BY ARA-LA/EP - RICHARD WEBER

----- 115738

R 230041Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY QUITO

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E.O. 11652: GDS

TAGS: BBAK, BDIS, EC

SUBJECT: STATUS OF GOE'S PROGRAM FOR RE-ISSUING ID'S

REF:A.QUITO 5046; (B) STATE 178638

1. AVANT'S WASHINGTON REPRESENTATIVE CALLED THE DESK
OFFICER JULY 21 TO SAY THAT ACCORDING TO AVANT PRESIDENT
ROGER KUHNS, IT APPEARS THAT AN AGREEMENT ALONG THE LINES
PROPOSED BY THE EMBASSY (PARAGRAPH NINE, REFTEL A) AND
AVANT (PARAGRAPH ONE, REFTEL B) SEEMS IMMINENT. THE
ONLY PROBLEM LEFT IS THE FACT THAT GENERAL BINDING
CORPORATION (GBC) OF CHICAGO (WHOSE LOCAL DEALER WORKS
OUT OF GUAYAQUIL) IS ONE OF THE ORIGINAL BIDDERS,
ALLEGEDLY PAID \$20,000 IN BRIBES TO GOE OFFICIALS TO
GET THE CONTRACT, AND IS THREATENING TO GO PUBLIC
WITH THAT INFORMATION IF GBC IS NOT CUT IN SOME WAY.
THE GOE HAS TOLD AVANT'S REPRESENTATIVE PANAMCO THAT
IF THOSE TWO CAN GET GBC OFF THE GOE'S BACK, THEN
PANAMCO HAS THE CONTRACT. SO AVANT AND PANAMCO ARE
CONSIDERING PAYING QUOTE A ROYALTY UNQUOTE TO GBC.
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PANAMCO'S QUITO MANAGER, MR. HIDALGO, WILL PROBABLY

MAKE THE FINAL DECISION ON THIS.

2. ONE MORE POSSIBLY COMPLICATING FACTOR IS A

TELEPHONE CALL THAT PANAMCO'S OWNER RECEIVED FROM A GOE
OFFICIAL JULY 19 OR 20 IN WHICH THE OFFICIAL ALLEGEDLY
SAID THAT FOR TEN PERCENT OF THE CONTRACT, HE WOULD
SEE TO IT THAT PANAMCO HAD NO TROUBLE GETTING THE
CONTRACT. THE PANAMCO OWNER SUPPOSEDLY REFUSED THE
OFFER, AND DOESNOTTHINK THE REFUSAL WILL HURT PANAMCO'S
CHANCES AT THIS LATE STAGE.

ROBINSON

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